



Wyoming Lender Alert

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Steven Despain, District Director

Making a Difference for Small Business in Wyoming

Assistance for Small Businesses Affected by Military Call-Ups

Small business owners or small businesses that employ military Reservists or National Guard members in key positions can receive online assistance through a web page developed by SBA's Office of Veterans Business Development.

The SBA Office of Veterans Business Development created the site to assist small business owners or small businesses with key employees who are members of the Reserve or National Guard find relevant information. The first phase of the information website, www.sba.gov/reservists, is part of a comprehensive plan to provide members of the National Guard and Reserve who own or are an essential employee of a small business with timely information on all SBA programs and services available to them if and when they are called to active duty.

Through a vast array of programs and services, the U.S. Small Business Administration provides tools to assemble and enact a plan designed to prevent or reduce the potential disruption caused by the sudden absence of a key player. The SBA and its resource partners offer managerial, technical and financial assistance, counseling and training to assist small businesses with any conceivable business-related issue, from how to market their products and services, to financial assistance, to what to do if called to active duty.

Salient among these programs are: basic 7(a) loan guarantee, SBA's primary loan program to help small businesses obtain financing while they may not be eligible through conventional channels; disaster loans for eligible small businesses affected by the call-up; debt relief on SBA loans in the form of repayment deferrals, interest rate reductions and other assistance.

The site has a list of Veterans Business Development Officers nationwide, information on financial options, business counseling and training and other SBA resources.

Thus far, since the attacks on America on Sept. 11, 2001, more than 100,000 Reserve and National Guard members have been called to active duty. In anticipation of additional call ups, the SBA has taken these steps to ensure that eligible small businesses are informed of these services.

Additional information about SBA programs and services for veteran-owned businesses can be obtained through the Office of Veterans Business Development web site at www.sba.gov/VETS.

Do you know How Many Small Businesses There Are?



In 2003, there were approximately 23.7 million businesses in the United States according to estimates from **SBA's Office of Advocacy**.

The Internal Revenue Service (IRS) estimates there were 27 million non-

farm business tax returns in 2003; however, this number may overestimate the number of firms, as one business can operate more than one taxable entity. IRS estimates the number of sole proprietorships (roughly equal to non-employers) increased 2.4 percent in 2002 and is expected to increase 1.9 percent in 2003. Census data show there were 5.7 million firms with employees and 17.0 million without employees in 2001. Applying the sole proprietorship growth rates to the non-employer figures and similar Department of Labor growth rates to the employer figures produces the 23.7 million figure. Small firms with less than 500 employees represent 99.7 percent of the 23.7 million businesses. For more information, please visit the SBA's Office of Advocacy's website at:

<http://www.sba.gov/advo/>.

Revised Security Agreement, SBA Form 1059, Available

This is to notify you that SBA is issuing a new version of its Security Agreement (SBA Form 1059). The new version complies with the revisions to Article 9 of the Uniform Commercial Code (UCC) effective July 1, 2001.

The form is available on the following SBA web sites:

<http://www.sba.gov/library/forms.html>
<http://yes.sba.gov/forms/>

SBA is issuing instructions to accompany the revised Security Agreement form.

The use of the revised Security Agreement is now optional for all 7(a)

lenders and 504 Certified Development Companies (CDC's). Both 7(a) lenders and CDC's should insure that the revised Security Agreement complies with all legal requirements in the jurisdiction where it will be used before adopting it.

Until further notice, the use of the revised Security Agreement will continue to be optional for both 7(a) and 504 loans.

DO YOU WANT TO GROW YOUR BUSINESS?

All small business owners are invited to attend two FREE seminars designed especially for small business executives who have been in business for more than five years. The first seminar will feature:

- techniques in conducting a thorough analysis of your business to assess how your firm can attain growth and prosperity,
- strategies for managing government contracts, acquiring growth capital and handling your company's legal affairs, and,
- assistance in developing a plan for strategic growth.

Date, Time and Location:

July 14, 2005

8:30am – 5:00pm

Montana State University-Billings
College of Business – Montana
Business Incubator
100 Poly Drive, Room 163
Billings, Montana 59101

To register for training or to obtain additional information, please contact:

Kathleen Doherty

Strategic & Learning Services, Inc.

6100 Seagull Lane, NE, B200

Albuquerque, NM 87109

(Phone) 505-823-2000 or

866-827-3500 toll free

(Fax) 505-823-0940,

<http://www.sls-7j.net>

The **second** seminar will be a

Procurement Workshop

July 15, 2005

8:30am – 12:00 noon

College of Business – Montana
Business Incubator
100 Poly Drive, Room 163
Billings, Montana 59101

Networking and Matchmaking Opportunities with Government Contracting Officials

- This event will allow you to meet one on one with contracting officers
- Increase your knowledge about the government contracting process
- Provide a chance to market your business to the U.S. Government

This is a business seminar exclusively for small business owners who have been in business for more than five years. Register online for the seminar at <http://www.sls-7j.net> Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance of the seminar. We encourage all Wyoming small businesses to attend.

**For more information contact
Jeffrey Sneddon, 307-261-6515 or e-mail Jeffrey.sneddon@sba.gov**

Statement of Support Campaign

We frequently hear from the civilian community...How can we show our support for the Guard and Reserve? Here is a great way for your employer to show their support.

Ask them to participate in the Employer Support of the Guard and Reserve "Statement of Support" program. This applies to private, publicly held, local, state or federal employers. This "Statement of Support" shows that the entity supports the young men and women who are serving our state and nation. It is not legally binding and does not register the company's support for or against the war effort. A company does not have to currently employ a member of the Guard or Reserve to show their support. It is similar to a proclamation that is usually signed by elected officials. The entity can register online for the "Statement of Support" by following these easy steps:

Log on to www.esgr.org

..click on the "EMPLOYERS enter here" tab

..Under PROGRAMS, click on the Statement of Support

..Register with your information

or call Wyoming ESGR and we will assist you: 1-866-992-7641, ext. 5935.

After you register, the Employer Support of the Guard and Reserve will be in touch with you to determine what level of support you are providing so they can properly recognize you.

You will be presented with the Statement of Support which you can sign and proudly display.

Tips for Business Success Dealing Effectively with Lenders

How to deal effectively with lenders is a very important part of the business process.

Lenders are a fountain of knowledge on how to run a successful business as they see many business management teams work through issues. Ask their help with your problems, they can be a big help.

Lenders judge you on your ability to work out of problems. When you bring them into a situation early, and tell them what is happening, they begin to trust you and a relationship starts forming. Having a great relationship with your lender has many rewards. If they trust you they will give you a better interest rate and require less covenants.

Lenders do not like surprises. Bringing them into your business concerns early, allows them to watch the solution play out. An old wise saying is "don't go to your lender when you need money." This is true. You need to go to your lender before you need the money to build a relationship. You wouldn't give money to a stranger if he asked you for a loan because you wouldn't know if you would get the money back. If you got to know and trust this person, you might consider a loan because you would then feel this person worthy and dependable. This is what your lender wants to feel before he loans you money. Some businesses do not want to give their lenders any more information than is absolutely necessary.

If this is the case, the lender feels the strain and believes there is something that the business person is holding

back. Always give your lender more than they want and let them pick out what they find useful and discard the rest.

Get Ready!! Training Coming in May

Learn All About
SBA's Export Financing Program

When: Friday, May 20th 10:30AM
to 11:30AM

Where: On your telephone and on
your computer

What: Using SBA Export Financing
Tools to Increase Lender's Loan
Portfolio

Instructor: Dennis R. Chrisbaum,
International Trade Finance Officer
U.S. Small Business Administration

Why: Lender Receives Increased
Guaranty Percentage Using SBA
Export Loan Programs

*More information coming in next
month's Lender Alert.*

SBA's GUIDING PRINCIPLES

Creativity – Our people inspire creativity in the American economy by developing and supporting entrepreneurs through a vast network of resource partners.

Advocate – We advocate for all small businesses by taking leadership in building a productive partnership between the American people and its government.

Results – Our team focuses on delivering results for small business, being accountable, accessible and responsive.

Empower – We empower the spirit of entrepreneurship within every community to promote and realize the American dream.

Success – We facilitate the environment necessary for America's

small businesses to succeed, measuring our performance by small business success.



April 26-28, 2005 Washington, DC

Make sure to keep your calendar open for SBA Expo '05 in Washington, D.C., April 26-28, 2005. SBA Expo '05 will showcase Small Business Persons of the year winners from each state and feature the announcement of the *National Small Business of the Year*.

SBA Expo '05 also features a small business expo, a Business Matchmaking event, business seminars, a town hall meeting and a variety of award ceremonies.

Information on SBA Expo '05 can be found online at www.sba.gov/expo.

Can You Delegate Authority

Delegating authority is the only way a company can grow into a medium or large company. Dictators who feel that only they make the best decisions and indeed to make every major and most minor decisions; stifle the rest of their management team.

In this business model, growth beyond about \$30,000,000 in sales is impossible because the dictator has not the bandwidth to be everywhere needed. A management team who is not allowed to make decisions is not of much help to the company.

Many people are content to let the boss make all the decisions-you just do not want those people on your team.

The keys to delegating authority begins with hiring the right people, coaching them well on what general outcomes you want, provide an open atmosphere where they can succeed or fail, and let them go. A trust has to be built where you trust them and they trust you.

This takes time and during the process you cannot micromanage them, but rather do periodic checks to see that they are on target. This is best done by setting short-term goals which lead to the longer term desired results.

When a team member has proven themselves, give them new targets, step aside, and let them go --- making decisions and guiding an area of business which most good managers want.

This is a big part of good leadership. The example of delegating authority starts with the CEO and goes down thru the whole company. If the CEO is poor at delegating, so will be the rest of the management team

UPCOMING EVENTS

April 5 – Women's Roundtable,
Jackson

April 6 – Women's Roundtable,
Casper

April 11 – Small Business Person of
the Year Award Presentation,
Sheridan Chamber luncheon

April 14 – Women's Roundtable,
Laramie

April 19 – Women's Roundtable,
Cody

April 21 – Women's Roundtable,
Powell

April 26 – WNET call

April 28 – Business Expo – Casper
Events Center

April 29 – WBA Credit Conference,
Radisson, Casper

SBA HOME PAGE

www.sba.gov

SBA's CUSTOMIZED SITE FOR WYOMING

www.sba.gov/wy